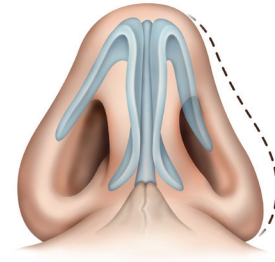


## Do you have any of following symptoms?

- Nasal congestion or stuffiness
- Nasal blockage or obstruction
- Trouble breathing through your nose
- Trouble sleeping
- Inability to get enough air through your nose during exercise or exertion

If you answered yes for any of the above symptoms you could be one of the more than 20 million Americans who have trouble breathing through their nose due to nasal airway obstruction (NAO) (nasal blockage).<sup>i</sup>



Base view of the nose

## What causes NAO?

Find Out If You Have Nasal Valve Collapse

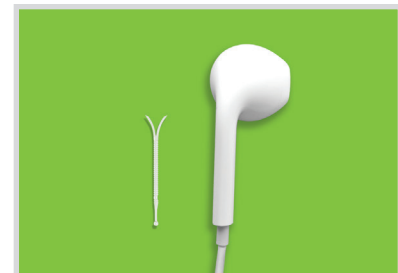
You can self-test for NVC by performing the Cottle Maneuver.

Does your breathing improve when you pull on your cheek to hold your nostril to the side? If yes, talk to your doctor about options to support your lateral nasal cartilage, which may include the LATERA® implant.

- NAO limits airflow and makes breathing through your nose more difficult, with significant quality of life consequences.<sup>ii</sup>
- One of the most common causes of NAO is nasal valve collapse (NVC), which occurs as a result of weak nasal cartilage collapsing inward when a person inhales.
- NVC may be associated with aging, trauma and injury, and previous nose surgery or rhinoplasty that has weakened the nasal wall.<sup>iii, iv</sup>
- NVC is as prevalent as septal deviation and enlarged turbinates as the primary cause of NAO among nasal and sinus patients.<sup>v</sup>
- You can self-test for NVC by conducting a simple breathing test, called the Cottle Maneuver.
- Complete the Nasal Obstruction Symptom Evaluation ([NOSE](#)) survey [[LATERA.com](#)] so your doctor can assess the severity of your NAO.<sup>vi</sup>

## How LATERA® may help you breath better

- Through a minimally invasive procedure, the LATERA® absorbable nasal implant supports the lateral cartilage (side wall) in the nose, which may reduce NAO symptoms and help patients breathe better.
- Clinical research shows that patients who received the LATERA implant were satisfied with their breathing (86%) and appearance (93%) results.<sup>vii</sup>
- Eighteen and 24-month data demonstrated durable relief of NAO symptoms with LATERA with no negative cosmetic changes.<sup>viii</sup>



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- Prior to LATERA, NVC was significantly undertreated because available options were highly invasive, and often led to changes in appearance or did not address the underlying anatomical issue of a collapsed nasal wall.
- Nasal strips and dilators provide temporary relief and traditional NVC procedures are highly invasive and may affect your appearance

### What are the benefits and risks of LATERA®

Clinical research shows that LATERA patients experience:<sup>ix</sup>

- Reduced nasal congestion
- Less trouble breathing through the nose
- Improved ability to get enough air through the nose during exercise or exertion
- Reduced nasal blockage or obstruction
- Less trouble sleeping

Risks included temporary symptoms such as mild bruising and inflammation, awareness of the implant and mild pain or irritation.

**INDICATIONS FOR USE:** The LATERA Absorbable Nasal Implant is indicated for supporting upper and lower lateral nasal cartilage. **CAUTION:** Rx only.

The information provided is not intended to be used for medical diagnosis or treatment or as a substitute for professional medical advice. Please consult your physician or qualified health provider regarding your condition and appropriate medical treatment. Individual symptoms, situations and circumstances may vary.

**Talk to your doctor or visit [latera.com](http://latera.com) to find out if LATERA is the right option for you**

## References

<sup>i</sup> Value calculated based on 2014 US population estimate from US Census and World Bank data in conjunction with incidence numbers cited in Stewart et al. Epidemiology and burden of nasal congestion. *Intl J Gen Med* 2010; 2010:3 37-45.

<sup>ii</sup> Rhee et al. Nasal Valve Surgery Improves Disease-Specific Quality of Life. *Laryngoscope* 115: March 2005.

<sup>iii</sup> Bloching MB. Disorders of the nasal valve area. *GMS Current Topics in Otorhinolaryngology - Head and Neck Surgery* 2007, Vol. 6, ISSN 1865-1011.

<sup>iv</sup> Goudakos, J.K., Fishman, J.M. & Patel, K. A systematic review of the surgical techniques for the treatment of internal nasal valve collapse: where do we stand? *Clin. Otolaryngol.* 2017, 42, 60-70.

<sup>v</sup> Senior B, et al., Nasal airway obstruction: Prevalence and anatomic contributors. *Ear Nose Throat J.* 2018 June;97(6):173-176.

<sup>vi</sup> Nasal Obstruction Symptom Evaluation (NOSE) survey is a quality of life survey supported by the AAO Consensus Statement. *Otolaryngology-Head and Neck Surgery*; 162 STEWART et al February 2004.

<sup>vii</sup> Data on file (TR-21076 Spirox NVC Experience). Individual patient results may vary and may include other procedures. Use of the LATERA device in conjunction with other procedures (such as septoplasty and/or turbinate reduction) has not been clinically evaluated. Patient satisfaction results may be attributed to LATERA with other procedures.

<sup>viii</sup> San Nicolás M, Stelter K, Sadick H, Bas M, Berghaus A. A 2-Year Follow-up Study of an Absorbable Implant to Treat Nasal Valve Collapse. *Facial Plast Surg* 2018; 10.1055/s-0038-1672213.

<sup>ix</sup> San Nicolás M, Stelter K, Sadick H, Bas M, Berghaus A. Absorbable implant to treat nasal valve collapse. *Facial Plast Surg.* 2017; 32:233-240.

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